

## Message Text

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ACTION AF-06

INFO OCT-01 ISO-00 CCO-00 CIAE-00 OTPE-00 EB-07 FCC-01

INR-07 NSAE-00 OC-05 USIA-06 COME-00 BIB-01 /034 W

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R 121445Z JUN 75

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 3059

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E.O. 11652: N/A

TAGS: TGEN, ELEC, BGEN, CG

SUBJECT: GE AWARDED EARTHSAT CONTRACT -

ZAIRIAN PROJECT CHIEF "DISAPPEARS"

1. AFTER A WEEK OF HARD COMPETITIVE BARGAINING BETWEEN GE AND BENDIX, GE RECEIVED THE NOD LAST SATURDAY EVENING TO SUPPLY, CONSTRUCT AND OPERATE ZAIRE'S EARTHSAT STATION. PROJECT WILL RUN SOMETHING LESS THAN 5 MILLION DOLLARS, A SUM WHICH THE GOZ HAS ALREADY SET ASIDE FOR THIS PURPOSE.

2. SINCE THEN THE VICTORIOUS GE REPS HAVE SPENT A FRUSTRATING 4 DAYS IN KINSHASA TRYING TO GET BISENGIMANA TO SIGN A LETTER OF INTENT. THE CONTRACT ITSELF REQUIRES TRANSLATION INTO FRENCH AND LEGAL CHECKS BEFORE IT WOULD BE READY FOR SIGNATURE. THE GE REPS ROBERT C. MCBRIDE AND ALLEN G. CARTER FELT THEY COULDN'T DARE LEAVE KINSHASA WITHOUT THE SIGNED LETTER. MUCH TO THEIR SURPRISE AND CONSTERNATION, DR. SENDWE, THE ZAIRIAN PROJECT CHIEF, WHO WAS SUPPOSED TO DRAW UP THE LETTER, SUDDENLY TOOK OFF FOR THE U.S. THE NEXT MORNING. HE SUPPOSEDLY LEFT TO PRESENT A PAPER AT A SCIENTIFIC SYMPOSIUM IN HOUSTON. THE GE REPS WERE PUT UNDER WRAPS IN THE MEANTIME NOT TO PASS OUT INFO ABOUT THE AWARD UNTIL SENDWE MADE THE ANNOUNCEMENT IN HOUSTON.

3. SENDWE DID NOT SHOW UP IN HOUSTON. HIS PAPER WAS

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READ BY AN EARTHSAT CORP. REPRESENTATIVE AND AS FAR AS

THE GE REPS ARE AWARE, NO OFFICIAL ANNOUNCEMENT HAS BEEN MADE.

4. GE IS NOW WORKING UNDER A HEAVY TIME-PRESSURE DEADLINE. THE GOZ ANNOUNCED EARLY ON THAT THE STATION WILL BE INAUGURATED NOV. 24 TO MEET THAT DEADLINE PRODUCTION OF EQUIPMENT SHOULD HAVE BEEN STARTED UP BY LATE MAY. GE REP CLARK SIGNALLED THE STAND UP WHEN GIVEN THE VERBAL COMMITMENT WHICH HAS MADE THEIR WAIT FOR THE SIGNED LETTER OF INTENT ALL THE MORE AGONIZING.

5. IF THE PRODUCTION PHASE CAN BE SPEEDED UP TO SCHEDULE, THE EQUIPMENT AND A 12 MAN TEAM WILL ARRIVE IN ZAIRE BY MID-OCTOBER TO BEGIN ON SITE CONSTRUCTION. ACCORDING TO THE AGREEMENT A GE TEAM WILL OPERATE THE STATION FOR AT LEAST A YEAR WHILE PROVIDING TRAINING FOR A ZAIRIAN CREW. HINTON

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
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**Concepts:** CONSTRUCTION, GOVERNMENT PROCUREMENT, ERTS, CONTRACTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 12 JUN 1975  
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**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ShawDG  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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